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MIKE  
BLAIR

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►► man on the move

# MIKE BLAIR

MIKE BLAIR REALTY GROUP, POWERED BY HOMESMART

## TURNING PASSION INTO PROPERTIES

By Beth McCabe • Photos by Honey Photographs

Purpose. Passion. Potential. REALTOR® and Team Lead Mike Blair embodies all of these qualities as a top producer with the Mike Blair Realty Group, powered by HomeSmart. Born and raised in San Diego, Mike says, “I was one of the lucky ones to grow up here.”

After graduating with a business degree from UC Riverside, he entered the corporate arena, where he spent several years working for a uniform company. However, the allure of entrepreneurship soon captivated him, driving him to pursue new ventures.

Venturing into the realm of small businesses, Mike became the proud owner of two downtown restaurants, where he honed his skills in management and operations. His appetite for innovation and growth didn’t stop there. He immersed himself in a variety of other small ventures, showcasing his versatility and determination as a businessman, and highlighting his ability to tackle diverse challenges with tenacity.

### A PROUD HERITAGE

As a man deeply rooted in his beliefs, Mike holds his Filipino-American heritage in high regard. He comments, “I operate in faith vs. fear” and attributes that mentality to his profound faith and cultural pride. His spiritual convictions are complemented by a strong sense of pride in his father’s military legacy. His father’s service in the Navy not only symbolizes duty and honor but also served as a formative influence, instilling in Mike the discipline and determination that drive his entrepreneurial endeavors.

### ROAD TO REAL ESTATE

In 2017, a serendipitous opportunity presented itself when Mike was recruited into real estate by a married couple, Anthony and Reggie Manzon. Initially believing that real estate was only for agents, Mike soon discovered that having a license wasn’t necessary to lead a successful team.

“They didn’t know that I always had an interest in real estate,” he says. He followed his heart and joined their team as the Director of Sales and Operations, leveraging his business acumen to recruit and train agents while developing systems and strategies for further business expansion.

Despite starting out without a license, Mike’s dedication and expertise swiftly elevated him to a crucial position within the real estate team. His progression involved overseeing sales operations before he embarked on the next phase of his career. In 2019, he made the decision to obtain his license.

Transitioning through various brokerage changes and market shifts, Mike’s journey in real estate took a significant turn in 2020. He pivoted towards working with an investment company, where he found himself deeply involved in acquiring and selling investor properties. This role allowed him to merge his entrepreneurial spirit with his newfound expertise in real estate, ultimately leading to his appointment as the COO of the investment company.

As the real estate landscape has evolved, so have Mike’s aspirations. With a wealth of experience

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under his belt, in 2023 he made the decision to forge his own path, building a team that has since grown to include 18 agents. Under his leadership, Mike Blair Realty Group has achieved remarkable success, becoming the top-performing team at their brokerage.

However, for Mike, it isn't only about numbers. "I'm helping other people in business achieve a level of success that they never thought possible," he explains. For him, this achievement itself holds immeasurable value.

#### SECRETS TO SUCCESS

When asked about his rise in residential real estate, Mike comments, "The secret to success is having a strong desire to continue to grow, learn and adapt. I'm good at embracing change and innovation."

Mike also genuinely enjoys what he does, saying that, "You have to love the game. Early on, I fell in love with the game of business. I treat it as a game – a game that I want to play – and a game that I want to live. Because I treat it like that, I don't get burnt out or stressed about it."

Growing up, Mike was an avid football, basketball, and baseball player. He applies the mindset of team athletics to his business, embracing a light-hearted approach to work while embracing a stellar work ethic. "You can accomplish so much more as a team," he believes, which has proven to serve him well in real estate and beyond.

#### RELAXING AND UNWINDING

When he's not working, Mike enjoys unwinding through travel, a passion he shares with his wife Marilee, who works as an event planner. Together, they've explored over 30 countries, immersing themselves in diverse cultures and experiences. Mike's top pick? "The Maldives," he declares with excitement. "When you think of paradise, clear blue water and tranquility, that's where my head goes."



#### WHAT'S NEXT?

Looking ahead, Mike envisions further expansion in real estate, with plans to grow his team and venture into property acquisition and development. His favorite quote by Jim Rohn, "Don't wish it was easier, wish you were better," encapsulates his belief in continuous growth and improvement.

In the competitive world of real estate, Mike Blair stands as an example of the power of passion, purpose, and the relentless pursuit of excellence. As he continues to carve his path in the industry, one thing remains certain: the best is yet to come for this visionary entrepreneur.



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